

COMMUNITY FOUNDATION OF EAST CENTRAL ILLINOIS

Helping Your Clients Achieve Their Charitable Goals.

When it comes to philanthropy, clients want informed advice and effective solutions that enable them to achieve their financial goals, make tax-wise decisions and support their chosen organizations. **We can help.**

Financial Solutions through Philanthropy

Here are some of the most common scenarios clients present to their professional advisors:

Year-end tax planning: Your client wants to give back to the community but has no time to decide on the most deserving charities.

Legacy planning: Your client wants to direct dollars for local benefit and hopes to have significant tax savings.

Research and Development: Your client wants to understand the critical needs and opportunities in the region. We track trends and commissions studies, making us the go-to experts on charitable giving and community issues in east central Illinois.

Establishing a private foundation: Your client is considering establishing a private foundation but is looking for a simpler, more cost-efficient alternative.

Sale or disposition of closely held stock: Your client's personal net worth is primarily tied up in a closely held company, but it's important for them to give back to the community.

Sale of a business: Your client owns highly appreciated stock in a company that is about to be acquired.

At the Community Foundation

We will...

Work with you to find the best charitable solutions for your client.

Provide support, information, and expertise related to charitable giving options, including sample bequest language and complex gift calculations and illustrations.

Help you connect across generations as your family philanthropy resource.

Offer community knowledge, confidentiality and objectivity.



How to get started is up to you. We can meet with you to discuss how the Community Foundation can help you serve your clients.

Please contact us by phone at **(217) 359-0125** or by e-mail at **angie@cfeci.org**



Why should you talk to your clients about charitable giving?

According to the Philanthropic Institute, clients want their advisors to be more proactive in helping them plan their philanthropy. Many high-wealth individuals also increasingly expect their advisors to be able to assist them with strategic philanthropy and to bring up the subject as part of initial planning. _____

Questions to Launch the Charitable Conversation

Advisors frequently report that they would like to learn more about how to initiate a client conversation around charitable giving. Discussing philanthropy with your clients can be done in a way that respects their privacy, values and autonomy.

HERE ARE SOME EXAMPLES OF QUESTIONS THAT ADVISORS HAVE USED WITH SUCCESS:

- Beyond family and business, what is most important to you?
- Have you ever considered what kind of personal legacy you want to leave?
- Do you financially support or currently volunteer at any charitable organizations?
- When you think about the challenges facing our community, what are your major concerns?
- What would you like to accomplish with your giving?
- What do you think is possible?
- In the future, how do you want to be remembered by the community? By your family?

Every client is unique, so there are many ways to raise the issue of charity. Not only does this practice hold the potential to build your business, but your professional expertise can help map your client's philanthropic journey to create tangible results in our communities, now and for generations to come.

COMMUNITY FOUNDATION OF EAST CENTRAL ILLINOIS

Creating a Better Community One Fund at a Time.

Who We Are

For 50 years, our Community Foundation has served as a leader and major catalyst for philanthropy in east central Illinois. With our history in the local community, trusted experience and generous support of donors, we are working to solve our region's most difficult challenges with a vision to raise the quality of life in east central Illinois.

What We Do

Impactful philanthropy leverages collective resources to effect real change. That's why we approach philanthropy from many angles.

Grantmaking: We work with **590 local nonprofits**, distributing **\$1.5 million annually** to those organizations on behalf of our donors.

Administration for Charitable Giving: We provide cost-effective services and administration for charitable giving, handling the details and compliance requirements to ease the burden on donors and maximize the impact of their gifts.

Research and Development: We track trends and commission studies to identify critical needs and opportunities in our region, making us the go-to experts on charitable giving and community issues in east Central Illinois.

Education: We offer training, workshops and Board Bootcamp sessions to educate our donors *and* nonprofit partners.

Connection-Building: We help form collaborations and partnerships among public, private, and nonprofit entities, breaking down silos to work together on our region's most complex issues.

Support: We serve as a resource for professional advisors including attorneys, accountants and financial planners seeking charitable and estate-planning solutions for their clients.

Advocacy: We advocate for systemic change to address the root of our community's issues and create a better, more equitable east central Illinois.



Get Started: Let us help your clients contribute to a cause, start a fund or include the Community Foundation in their estate plans. Please contact us by phone at (217) 359-0125 or by e-mail at angie@cfeci.org

Join us in Creating a Better East Central Illinois!

By the Numbers

- \$33 million in assets
- 190+ Funds
- \$1.5 million in grants and scholarships awarded annually
- 590 nonprofits and causes served

At the Community Foundation of East Central Illinois, our mission is to promote philanthropy in an impartial, unbiased, ethical way, with a commitment to inclusiveness, and to bring together people and resources to identify and address present and emerging community needs.

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Connect with Us



Subscribe to our e-newsletter at www.cfeci.org

Leadership

Our Board of Trustees is made up of respected community leaders who represent the rich diversity and broad interests of east central Illinois. They are knowledgeable and sensitive to local issues and pressing needs, providing invaluable leadership to our Community Foundation. Visit www.cfeci.org to meet our Board of Trustees.



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Thank YOU!

We can't do this important work without you. Everything we have achieved starts with the generous individuals, businesses and organizations who have shared resources with our Community Foundation to help others.

Have questions about any of these materials? Our team is here for you. Give us a call at (217) 359-0125 today.

How Can Your Clients Give?

Donors can contribute to our Community Foundation any time and our team is here to help. Check and cash gifts are easy to make through our office and credit card gifts can be made online through our website.

Gifts beyond cash are easy and financially-advantageous ways to make donations.

Gift of Stock

Appreciated stock is a great gift! In addition to potentially qualifying for a federal income tax deduction, it may also save your client tax on capital gains. Many donors gift their most highly appreciated stocks for this added financial benefit.

IRA Charitable Distributions

Gifts of IRA Charitable Distributions (rollovers) can be made to designated funds, per IRS regulation. Your clients can designate the IRA Charitable Distribution of their required minimum distribution (RMD) or any amount up to \$100,000 annually per person.

Gifts of Property

Some of your client's assets may be in real estate, property or farmland. Yet the challenge of donating property to charity may have kept them from considering this asset for a charitable gift. The Community Foundation manages the receipt of any property gift and provides a simple way for donors to reap the rewards of their charitable donation.

Beneficiary Designations

Your clients can designate the Community Foundation as a beneficiary of a retirement, investment, bank account or life insurance policy.

Planned Gifts

We can help your clients create a planned gift--such as a gift annuity or charitable remainder trust--that provides a tax deduction at the time they make the gift, lifetime income for the donor and a spouse or loved ones for a period of years and a remainder gift to their fund at the end of their lifetime.

Make a Bequest

We can help your clients include bequest language in their will or trust specifying a gift to the Community Foundation in their estate plan. Bequests can be a percentage of an estate, a specific dollar amount or the balance or residue of an estate. We have established our Legacy Society to recognize donors who have named the Community Foundation as a beneficiary of their estate.

Get Started: Let us help your clients contribute to a cause, start a fund or include the Community Foundation in their estate plans. Please contact us by phone at (217) 359-0125 or by e-mail at angie@cfeci.org

What Type of Fund is Right for My Client?

The Community Foundation of East Central Illinois offers a variety of funds to best suit your client's philanthropic goals. Here are descriptions of the different fund types for their consideration:

The Community Foundation is honored to hold and steward 190 separate funds.

Endowment Funds are permanent funds. The principal gifts are held in perpetuity and the earnings generated off the investment are used to make distributions to support organizations or causes.

Unrestricted Endowments – The donor has not placed any restrictions on the use of the earnings. These funds are made available for the Community Foundation's granting purposes through annual and special granting opportunities.

Restricted Endowments – The donor specifies the organization(s) to receive the distribution. The Community Foundation owns, invests and manages the fund and distributes from it forever. If the specified organization ceases to exist, the Community Foundation must find organizations and causes that most closely match the donor's original intent.

Field of Interest Endowments – The donor is interested in a range of needs in the area but not necessarily a specific organization. The Community Foundation is responsible for identifying organizations and initiatives that satisfy the donor's intent. If the donor is available and interested, he or she can make suggestions.

Organizational Funds – Nonprofit organizations place money with the Community Foundation to invest and manage because that is the Community Foundation's area of expertise. The earnings go back to the organization and they typically can use it as they wish. The organization may decide to place restrictions on the use of the funds, e.g., operations, programs, etc. These funds may be endowed, non-endowed or quasi-endowments.

Quasi-Endowments – These hybrid funds combine the intent to endow at least a portion of the original gift but allow access to more of the earnings than the "spending budget" might allow. Typically, a "floor" is set which specifies the dollar amount that must remain in the fund and cannot be invaded.

Donor-Advised Funds (non-endowed) – These funds can use principal gifts to further the donor's charitable giving. Typically, the donor provides the Community Foundation with a sizable gift, receives the charitable donation tax acknowledgment and makes distributions from the funds over time.

Scholarship Funds – These funds are created by individuals or organizations to help students pursue academic goals. While the donor cannot select the recipient, he or she may define guidelines for candidacy, the advisory committee, the school and the award itself. Applications are solicited and awards are made based on criteria established by the donor.

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